

The SPARK Regional Incubator Network

What You Need To Grow

Is yours an innovation-based company? Are you in the early stages of product or customer-base development? Do you need physical facilities or general business services? Then we have just what you need to grow: The SPARK Regional Incubator Network. It was designed to meet the needs of companies just like yours.

The SPARK Regional Incubator Network is supported by funding from public and private organizations, local governments and universities. The goal of the Network is to assist early-stage companies as they establish and grow their businesses within Washtenaw County. Tenants in the SPARK Incubator Network receive:

- Very flexible, short to long term leases
- Start-up friendly lease rates
- Facilities with access to copiers, fax machines, conference rooms, cleaning services, shipping and receiving areas, VOIP telephone system and T-1 internet connection
- Administrative services

The SPARK Regional Incubator Network is just one resource offered to entrepreneurs through the SPARK Business Accelerator. Additional SPARK Business Accelerator program resources include:

- Connections to executive and technical talent
- Entrepreneurial education programs
- Business networking opportunities
- Intellectual property advice
- Assistance in locating potential financing sources
- Referrals to qualified service providers
- Management coaching
- Business plan development assistance

Incubator locations

Wetlab Incubator at Traverwood

2900 Huron Parkway
12,000 square feet

Lab benches, fume hoods, autoclave, walk-in cold room, office space, VOIP phone system, T-1 internet connection, conference rooms, kitchen/lunch room, free onsite parking

Business Incubator at SPARK Central

330 East Liberty, Ann Arbor
5,600 square feet

Cubicle space, conference rooms, VOIP phone system, T-1 internet connection, meeting space for 100, full kitchen



Wetlab Incubator at Traverwood



Business Incubator at SPARK Central



East Business Incubator will be located in Ypsilanti

East Business Incubator in Ypsilanti

Ypsilanti location to be determined

8,000 - 10,000 square feet

Anticipated amenities include: cubicle and office space for 15-20 companies, VOIP phone system, T-1 internet connection, full kitchen, two conference rooms, parking available

Incubator FAQs

Who is eligible to become an Incubator client?

Any company who meets SPARK's criteria will be considered. The business incubators and the wet lab incubator each have their own criteria. You must be either 1) an innovation start-up company or 2) a company whose technology is applicable to health care, life sciences, biotechnology or a related field. In either case, you must be focused on commercialization and your idea or technology should have defensible value (e.g., a patent, trade secrets, copyrights, know-how, etc) or the potential to obtain it. Other basic criteria include:

- Sustainable revenues OR significant investment projected within one to two years
- Capitalization at a level that is sufficient for three months of operation
- A business plan that meets SPARK criteria
- Technical expertise in your field and plans for acquiring management-level talent
- Operations that are suitable to the specific Incubator facility.

How are Incubator clients selected?

Applications are reviewed by SPARK management on a case-by-case basis, even if space is not currently available. You will be notified in writing as to the status of your application, usually within two days of its receipt. SPARK may recommend other suitable space if there is no space available in the Incubators, or if an application is otherwise not accepted.

How long can I be in the Incubator?

The goal of the SPARK Incubator Network is to support your company in a way that will enable you to graduate from the Incubator in two to three years. For this reason, clients typically begin with a standard, one-year lease. If you meet your milestones, the lease is renewable for one or two additional one-year terms.

What kinds of milestones am I required to meet?

Incubator companies are required to set milestones that are agreeable to you and to SPARK. These milestones may include benchmarks for product development, funding, and customer acquisition. Our staff will review your progress toward these milestones with you every three months at a minimum and 60 days prior to the renewal date of your lease.

What happens if my company outgrows the Incubator or is ready to graduate?

If you graduate from or outgrow the Incubator, SPARK staff will assist you in locating appropriate space, either within the SPARK Regional Incubator Network or at another appropriate site. If you meet graduation criteria ahead of schedule, you may be able to terminate your lease without penalty, at the discretion of SPARK management.

What are the graduation criteria?

Over the course of the first year of tenancy, you will work with SPARK to develop a set of graduation criteria based on your business plan, growth projections and milestones. Twice a year, you will review these criteria with SPARK staff to determine your progress.

How do I apply?

Applications are submitted online through the Business Accelerator "Business Idea Submission" form at <http://AnnArborUSA.org/incubator-application>.

Learn more!

If you are interested in learning more about the SPARK Incubator Network or would like to begin the application process, we encourage you to contact us.

Tim Robinson

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SPARK Incubator Network

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SPARK will be the driving force in establishing the Ann Arbor Region as a desired place for business expansion and location...by identifying and meeting the needs of business at every stage, from those that are established to those working to successfully commercialize innovations.



www.AnnArborUSA.org
734-761-9317

